

EAST Search History

Ref #	Hits	Search Query	DBs	Default Operator	Plurals	Time Stamp
S90	130	counter with (bid offer tender) with (modification alteration change adjustment amendment) <i>Kwic, Abs</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/21 06:57
S91	7	S90 with negotiat\$3 <i>Kwic</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/21 07:12
S92	54805	Bargain\$4 "good deal" "good buy" haggl\$4 negotiat\$4	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 11:27
S93	54805	S92	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 11:29
S94	1023	term adj2 sale	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:05
S95	1379	Conklin.in.	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:04
S96	65	negotiation adj1 engine <i>Kwic, Abs</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:22
S97	65	S92 and S96 <i>Kwic, Abs</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:05

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S98	6	S94 and S96 <i>Kwic</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:07
S99	3368	term adj2 (sale sell\$3 purchas\$3 buy\$3 bid bidding offer)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:06
S10 0	19	S99 and S96 <i>Kwic</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:13
S10 1	712	counteroffer or (counter adj1 offer)	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:16
S10 2	30	S99 with S101 <i>Abs + Kwic</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:19
S10 3	10	S96 with S101 <i>Kwic</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:17
S10 4	2	S100 and S102 and S103 <i>Titles</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:18
S10 5	281	negotiat\$4 adj1 (software engine server) <i>Kwic, Abs</i>	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:24

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S10 6	7	S99 with S105	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:28
S10 7	7	S106 and (modification change) with terms	US-PGPUB; USPAT; USOCR; EPO; JPO; DERWENT; IBM_TDB	OR	ON	2006/07/27 12:29



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	U	1	Document ID	Issue Date	Pages	Title	Current OR	Current XRef	Retrieval C	In
1	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 5873071 A	19990216	47	Computer method and system for intermediated exchange of commodities	705/36R			Ferstenbe et al.
2	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20040054606 A1	20040318	26	Real estate computer network	705/27			Broerman,
3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20050267829 A1	20051201	44	Computer method and system for intermediated exchanges	705/35	707/100		Ferstenbe et al.
4	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20050075935 A1	20050407	26	Method and system for processing supplementary product sales at a point-of-sale terminal	705/16			Walker, J
5	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20040167677 A1	20040826	27	System and method for planning energy supply and interface to an energy management system for use in	700/291	700/286; 705/37; 705/412		Weiss, An
6	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 6968318 B1	20051122	44	Computer method and system for intermediated exchanges	705/37			Ferstenbe et al.
7	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 6789252 B1	20040907	115	Building business objects and business software applications using dynamic object definitions of	717/100	717/103		Burke; Mi
8	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 6332135 B1	20011218	76	System and method for ordering sample quantities over a network	705/80	705/26		Conklin; al.
9	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20050119980 A1	20050602	36	Electronic negotiation systems	705/80			Kohavi, I

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DBs US-PGPUB: USPAT: USOCR: EPO: JPO: DERWENT: IBM TDB

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	U	1	Document ID	Issue Date	Pages	Title	Current OR	Current XRef	Retrieval C	In
1	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20030233305 A1	20031218	140	System, method and apparatus for information collaboration between intelligent agents in a	705/37			Solomon,
2	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20030074301 A1	20030417	138	System, method, and apparatus for an intelligent search agent to access data in a distributed network	705/37			Solomon,
3	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20020138400 A1	20020926	36	Buying and selling goods and services using automated method and apparatus	705/37			Kitchen, al.
4	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20020052814 A1	20020502	18	Virtual real estate brokage system	705/35			Ketterer,
5	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20010005829 A1	20010628	21	System and method for managing customer relationships over a distributed computer network	705/1			Raveis, W
6	<input type="checkbox"/>	<input checked="" type="checkbox"/>	US 20040148179 A1	20040729	13	System and method for advertising and negotiating services for commercial and general aviation	705/1	705/80		Kumhyr, D al.

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☐ Mark Document[Abstract](#) , [Full Text](#)**TradeAccess(R) Receives US Patent Office Notice of Allowance For System Patent Covering B2B E-Commerce Negotiation****PR Newswire**. New York: [Jun 21, 2000](#). pg. 1>> [Jump to full text](#) >> Translate document into: >> [More Like This](#) - Find similar documentsPeople: [Conklin, Jeff](#)Companies: [Andersen Consulting \(NAICS: 541611\)](#) , [TradeAccess Inc \(NAICS: 511210\)](#)Dateline: [Massachusetts](#)Publication title: [PR Newswire](#). New York: [Jun 21, 2000](#). pg. 1

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Document URL: <http://proquest.umi.com/pqdweb?did=55378368&sid=7&Fmt=3&clientId=19649&RQT=309&VName=PQD>**Abstract (Document Summary)**

Leaders in the B2B e-commerce industry have identified automated negotiation as one of the most critical missing components for acceleration of B2B e-commerce. Current B2B e-commerce technologies can support only the buying and selling of commodities, in the form of auctions, shopping carts, and "matching" technology. By contrast, the TradeAccess system can handle all business processes involved in negotiating commercial relationships, including purchase orders, sample quantities, order/contract volumes, sales terms, RFP (request for proposal), MPA (master purchase agreement), BOM (bill of materials), delivery scheduling, domestic and international payment methods, order tracking, transaction reporting, and shipping and delivery terms – even international terms of trade. TradeAccess enhances commercial relationships by managing rules and processes at all three levels required: the business rules of both the buying and selling enterprises; the rules of the marketplace entity, whether public or private; and the accepted commercial rules of domestic and international trade with which all enterprises and marketplaces must comply. The TradeAccess negotiation system ensures the integrity of both the requisite business processes and information for reaching online agreements, while capturing the interactions of buying and selling organizations -- with the major benefit of reducing the 45 percent in commerce transaction costs and time directly attributable to processing.

Full Text (773 words)*Copyright PR Newswire - NY Jun 21, 2000*

Company's Invention of the First Software System for Iterative, Multi-Term Negotiation a Breakthrough for Next-Generation B2B E-Commerce Marketplaces

CAMBRIDGE, Mass., June 21 /PRNewswire/ -- TradeAccess, Inc., the pioneer of B2B e-commerce negotiation technology, today announced that the company has received a Notice of Allowance from the US Patent and Trademark Office for a soon to issue patent covering business-to-business (B2B) e-commerce negotiation processes. This is the first of a series of patents applied for by TradeAccess relating to the company's unique invention of a **negotiation software** system designed to meet the needs of global businesses for negotiated e-commerce processes.

"The patent corresponding to the Notice of Allowance should be published within the next few months," said Atty. Maureen Stretch, patent counsel for TradeAccess. "We are aware of no similar software system, nor of any other patents for any technology like it. We also believe it to be one of the first Internet-related software patents to issue under the Patent Office's new, more stringent guidelines for evaluating business process inventions," she added.

The invention is the culmination of TradeAccess's visionary approach to solving the problem of online negotiation of complex business terms and relationships and represents a diligent, 30 man- year development effort. The company will license its application broadly to corporations and e-market makers, and license its technology to technology vendors. Concurrently, the company is also developing strategic partnerships with service firms in order to accelerate the system's deployment across industries. The first firm to announce a worldwide alliance with TradeAccess is [Andersen Consulting](#) (please see separate release).

"The patent application covers our invention of a Web-based system providing support for multiple **terms** and iterative **negotiated buying and selling** via the Internet," said TradeAccess CEO Jeff Conklin. "When we started out, our goal was nothing less than to set the benchmark for online negotiation processes. The technology system we have invented meets that objective by providing the first real **negotiation engine** for B2B e-commerce – not bidding or auctions, not shopping carts, but real negotiation of complex agreements with multiple terms to facilitate on-going B2B commercial relationships.

"We are committed to accelerating the widespread adoption of our negotiation technology for B2B e-commerce across industries, and our alliance with [Andersen Consulting](#) is a significant first step," added Conklin. "In order to foster information and process integrity and promote interoperability for third-party services and other applications that support inter-enterprise commerce, we will also license our **negotiation engine** technology, based on a set of XML- based interfaces, to enable other vendors' applications to interact with the TradeAccess Data Model."

Leaders in the B2B e-commerce industry have identified automated negotiation as one of the most critical missing components for acceleration of B2B e-commerce. Current B2B e-commerce technologies can support only the buying and selling of commodities, in the form of auctions, shopping carts, and "matching" technology. By contrast, the TradeAccess system can handle all business processes involved in negotiating commercial relationships, including purchase orders, sample quantities, order/contract volumes, sales terms, RFP (request for proposal), MPA (master purchase agreement), BOM (bill of materials), delivery scheduling, domestic and international payment methods, order tracking, transaction reporting, and shipping and delivery terms – even international terms of trade. TradeAccess enhances commercial relationships by managing rules and processes at all three levels required: the business rules of both the buying and selling enterprises; the rules of the marketplace entity, whether public or private; and the accepted commercial rules of domestic and international trade with which all enterprises and marketplaces must comply. The TradeAccess negotiation system ensures the integrity of both the requisite business processes and information for reaching online agreements, while capturing the interactions of buying and selling organizations – with the major benefit of reducing the 45 percent in commerce transaction costs and time directly attributable to processing.

About TradeAccess

TradeAccess(R) Inc. is pioneering B2B e-commerce negotiation technology, with a patent-pending negotiation system aimed at the transformation of online commerce. This breakthrough technology is immediately applicable to B2B e-commerce in direct materials, high- value services, and other strategic business relationships. The company's EcommBuilder(TM) is the first multi- variate, iterative negotiation platform that powers next-generation B2B marketplaces, both public and private, by supporting the fundamental requirements of on-going, complex commercial relationships. Founded in 1998, TradeAccess is privately held and venture capital backed, with financing from Cross Atlantic Technology Fund, LP (XATF), 3i Corporation and private investors. Based in Cambridge, MA, TradeAccess is on the Web at www.tradeaccess.com.

TradeAccess is a registered trademark and EcommBuilder is a trademark of TradeAccess, Inc. All other trademarks are the property of their respective owners. SOURCE TradeAccess, Inc.

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US-PAT-NO: 6332135

DOCUMENT-IDENTIFIER: US 6332135 B1

TITLE: System and method for ordering sample
quantities over a
network

----- KWIC -----

Brief Summary Text - BSTX (47):

At the same time, most sellers of such products may need time to ramp up their production (especially for new or improved products) in order to meet quantity terms and dates, and they may need to incur additional costs if they have to change shippers to meet the buyer's needs. A seller does not want to have its goods rejected arbitrarily as defective or damaged if this is not the case. So inspection, return and refund policies need to be negotiated. All of these terms are usually variable and may frequently interrelate. If a seller's shipping costs go up--so might its prices. If a buyer is unable to meet its quantity goals because too many of the seller's goods are defective, the buyer's internal costs go up, and the buyer may have to buy from another source.

Claims Text - CLTX (6):

a buyer terminal for use by a buyer connected to the network, the buyer terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations system, during iterative processing, the sample quantity software selecting any sample quantity ordering terms offered by the seller terminal, sending the sample quantity ordering terms to the buyer terminal upon request at any time during negotiations, and processing payment between buyer and seller therefor, the automated negotiations engine recognizing the

users at the seller terminal and the buyer terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, sending terms to the indicated terminal, the automated negotiations engine indicating any changes in the terms until a set of terms is acted upon in a final manner by the deciding entity.

Claims Text - CLTX (13):

connecting a buyer terminal for use by a buyer to the network, the buyer terminal including software for sending and receiving terms along a communications path over the network which flows through the multivariate negotiations engine system, during iterative processing, the sample quantity software selecting any sample quantity ordering terms offered by the seller terminal, sending the sample quantity ordering terms to the buyer terminal upon request at any time during negotiations, and processing payment between buyer and seller therefor, the automated negotiations engine recognizing the users at the seller terminal and the buyer terminal as negotiators and recognizing one of the users as a deciding entity, such automated negotiations engine further recognizing any changes in the terms and storing in the storage space the terms each terminal proposes, and recognizing the terminal to which proposed terms are being sent as the indicated terminal, sending terms to the indicated terminal, the automated negotiations engine indicating any changes in the terms until a set of terms is acted upon in a final manner by the deciding entity.

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- ☐ 1. **Pliant Systems Announces Termination of Sale Negotiations**
PR Newswire. New York: Jul 23, 2001. p. 1
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- ☐ 2. **The State; Consultants' Stock Buys Questioned; Energy: State official urges conflict of interest probe into purchases of shares in power firms.: [Home Edition]**
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- ☐ 4. **How to restructure technology-rich companies**
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- ☐ 10. **UTILITY, UNION AT ODDS OVER BENEFITS MEMBERS OF IBEW LOCAL 97 VOTE TO STRIKE IF NO CONTRACT IS IN PLACE BY JUNE 29.: [Final Edition]**


Tim Knauss Staff writer. The Post - Standard. Syracuse, N.Y.: Jun 6, 2001. p. B.6


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- ☐ 13. **Anacomp(R) to Integrate Units to Secure Future; Negotiations Terminated to Sell docHarbor(SM) Business PR Newswire. New York: May 31, 2001. p. 1**

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- ☐ 14. **Catalyst Semiconductor Announces Preliminary 4th Quarter, Fiscal Year Results**

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